

## FIGURES

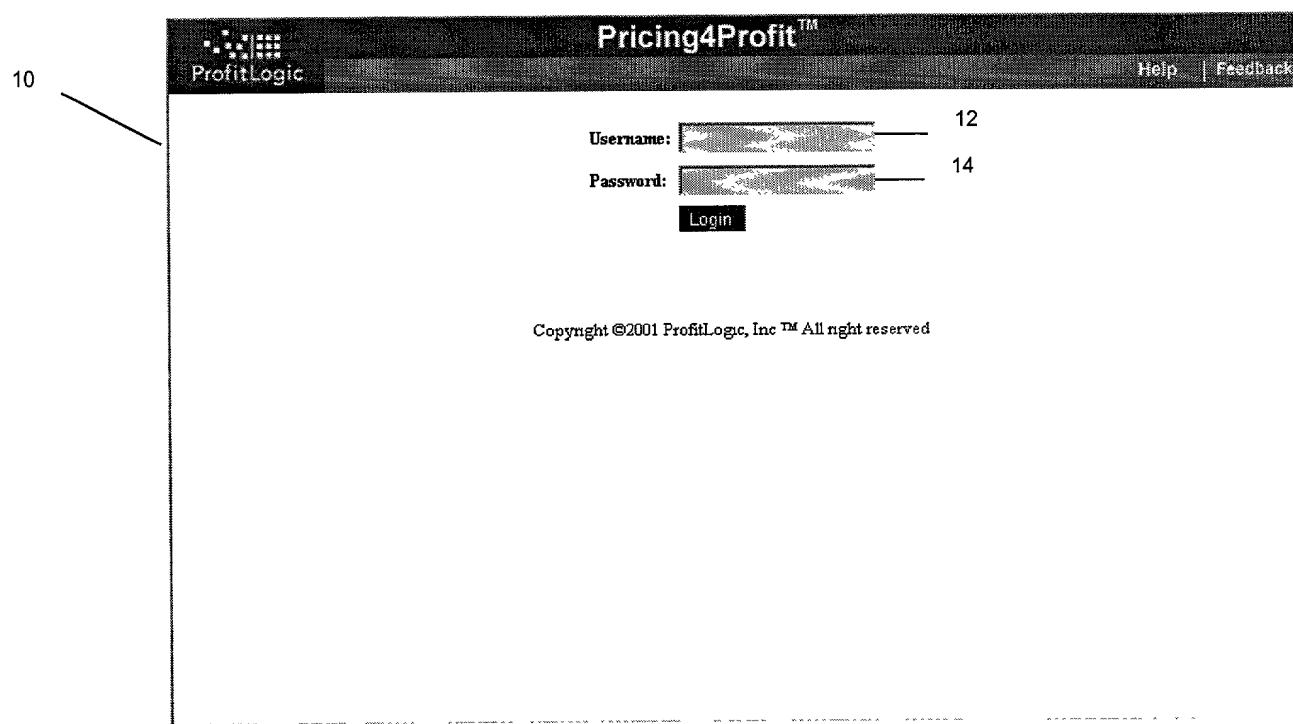


Figure 1

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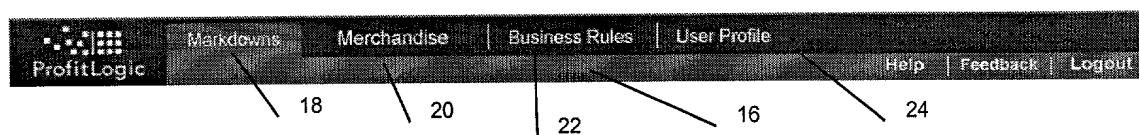
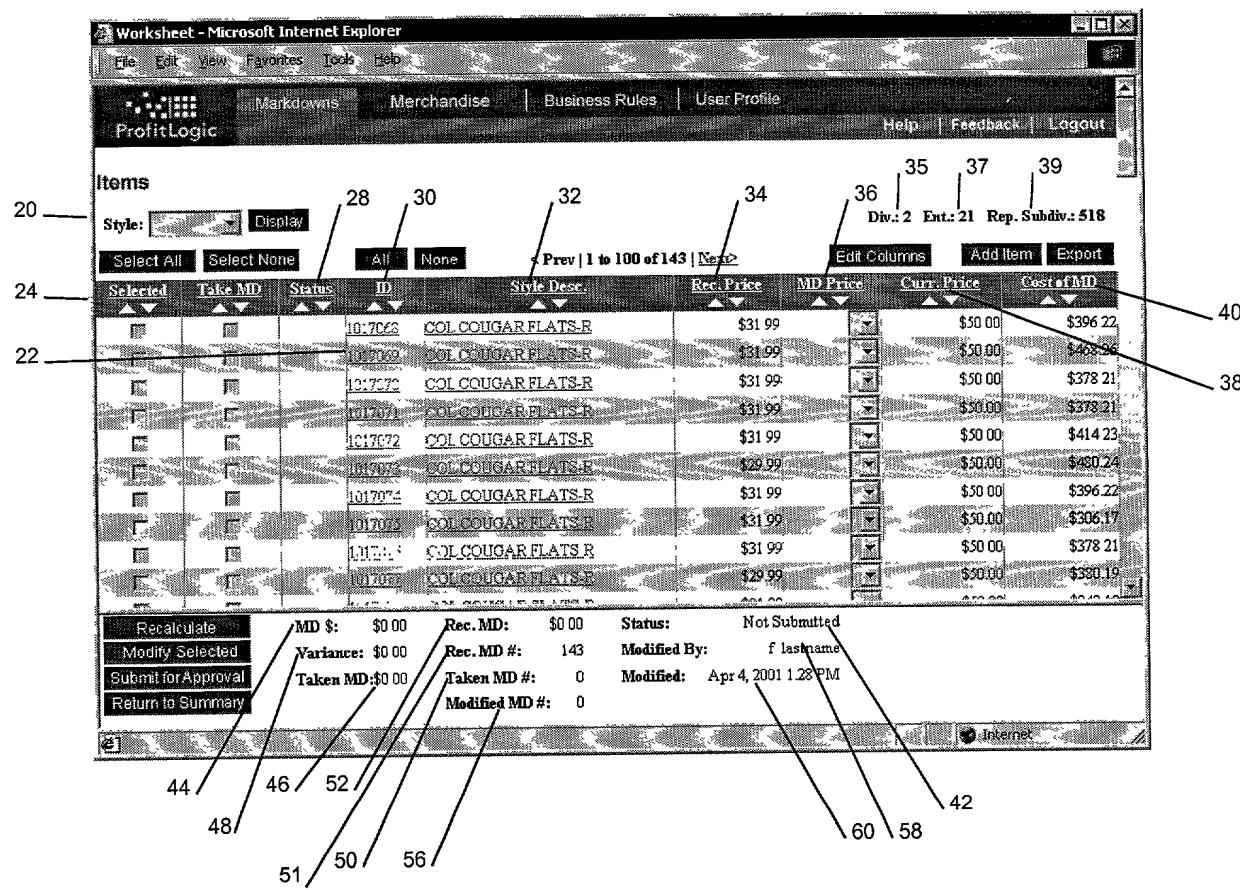


Figure 2



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**Figure 3**

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ProfitLogic

Markdowns | Merchandise | Business Rules | User Profile | Help | Feedback | Logout

### Edit Columns

**Available columns**

- Coll.
- Competitive Pricing
- Dept
- Div.
- Eht
- Inv.
- MD Type
- MD WK
- One Retail
- Rec %
- Red. Subdiv
- SKU
- SKU Desc
- Store #
- Store Desc
- Style

**Displayed columns**

- [ID] [required]
- Sku Desc [required]
- Prc Price [required]
- MD Price [required]
- Curr Price

Add ►►      ◀◀ Remove      Move Up ▲      Move Down ▼

Description      Cancel      Save Changes

**Figure 4**

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The screenshot shows a software application window titled "Collection Maintenance". At the top, there are tabs for "Markdowns", "Merchandise", "Business Rules", and "User Profile", along with links for "Help", "Feedback", and "Logout". Below the tabs, the title "Collection Maintenance" is displayed, followed by a "Create" button, a dropdown menu, and a "Find" button.

The main area contains a table with the following columns: Div, Ent., Rep. Subdiv, Style, Status, ID, Style Desc, QOS Date, and Cum. Price. The table lists 21 items for collection 561. The first item listed is HAGGAR BL SPRING, ID 561001624. The last item listed is HAGGAR BL FATHER DAY, ID 561001880. The table includes "Edit" and "Delete" buttons for each row.

Below the table, there are navigation links: "< Previous | Collection 1 to 3 of 3 | Next >".

Div	Ent.	Rep. Subdiv	Style	Status	ID	Style Desc	QOS Date	Cum. Price
2	21	561	5617300	1045866	561001624	HAGGAR BL SPRING		
Edit	2	21	561	5617301	1045868	HAGGAR S/S SHIRT		
Delete	2	21	561	5617317	1045887	HAGGAR BL LINEN		
	2	21	561	5617318	1045888	HAGGAR BL POLYNOSC		
	2	21	561	5617319	1045889	HAGGAR BL CAMP SHIRT		
	2	21	561	5617320	1045890	HAGGAR BL JACQUARD		
	2	21	561		561001625	HAGGAR BL POLO		
	2	21	561		5617332	HAGGAR BL SUMMER		
Edit	2	21	561	5617334	1045903	HAGGAR BL SOLID		
Delete	2	21	561	5617335	1045907	HAGGAR BL HERRINGBONE		
	2	21	561	5617336	1045908	HAGGAR BL S/S CAMP		
	2	21	561	5617337	1045909	HAGGAR BL S/S GREEN		
	2	21	561	5617338	1045910	HAGGAR BL S/S CREW		
	2	21	561		561001880	HAGGAR BL S/S PODD		
	2	21	561		5617155	HAGGAR BL FATHER DAY		
Edit	2	21	561	5617156	1045829	HAGGAR BL MINI CHECK		
Delete	2	21	561	5617157	1045830	HAGGAR BL CAMP SHIRT		
	2	21	561	5617158	1045831	HAGGAR BL LINEN		
	2	21	561	5617159	1045832	HAGGAR BL SOLID		
	2	21	561	5617160	1045833	HAGGAR BL TEE		
	2	21	561		561001881	HAGGAR BL LINEN		

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**Figure 5**

110	112	114	116	118	120	122	130			
 <a href="#">Markdown</a>   <a href="#">Merchandise</a>   <a href="#">Business Rules</a>   <a href="#">User Profile</a> <a href="#">Help</a>   <a href="#">Feedback</a>   <a href="#">Logout</a>										
<b>Markdown Summary</b>										
Gene Rayburn										
All	None	Approve	Decline	Summarize						
Stars	Worksheets	Dir.	Exc.	Last Modified	Modified By	Taken MD \$	Planned MD \$	Variance	# Markdowns	# Modified
Not Submitted	510 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	511 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	512 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	514 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	515 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	516 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	518 - Items	2	21	Apr 4, 2001 12:28 PM	E.lastname	\$0.00	\$0.00	\$0.00	0	0
Not Submitted	519 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	520 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	520 - Collection	2	21	Apr 9, 2001 11:46 AM	E.lastname	\$0.00	\$0.00	\$0.00	19	0
Not Submitted	522 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	522 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	524 - Collection	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	525 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	526 - Collection	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	526 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	528 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	529 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	531 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	532 - Items	2	21			\$0.00	\$0.00	\$0.00	0	0
Not Submitted	533 - Items	2	21	Apr 11, 2001 1:56 PM	E.lastname	\$0.00	\$0.00	\$0.00	0	0
Totals:									19	0

**Figure 6**

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**Markdown Aim**  
Optimize gross margin dollars while targeting 100% sell through by the out-of-stock date

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**Price Ladders**  
All item recommendations will use the price point (PP) ladders, all collection recommendations will use the percent off (PO) ladders. Use the appropriate ladder for the entity associated with an item/collection. If a ladder does not, use the default ladder (entity = 0)

**Touch Date**  
Number of weeks after the "Start Sales Date." Default value is 3 weeks. This can vary at the buyer's discretion by sub-division

**Markdown Interval**  
Minimum time between subsequent markdown recommendations. Default value is 3 weeks. This can vary at the buyer's discretion by sub-division

**Markdown Effective Date**  
All Markdowns are effective on Fridays

20 Figure 7

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User Name: gene ([change password](#))  
Full Name: Gene Rayburn

Div	Ent	Worksheets	Access
2	21	510 - Items	Approve
2	21	511 - Items	Approve
2	21	512 - Items	Approve
2	21	514 - Items	Approve
2	21	515 - Items	Approve
2	21	516 - Items	Approve
2	21	518 - Items	Approve
2	21	519 - Items	Approve
2	21	520 - Items	Approve
2	21	560 - Items	Approve
2	21	561 - Collection	Approve
2	21	562 - Items	Approve
2	21	563 - Items	Approve
2	21	564 - Collection	Approve
2	21	565 - Items	Approve
2	21	566 - Collection	Approve
2	21	567 - Items	Approve
2	21	581 - Items	Approve
2	21	879 - Items	Approve
2	21	919 - Items	Approve
2	21	980 - Items	Approve

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Figure 8

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Changing password for Gene Rayburn

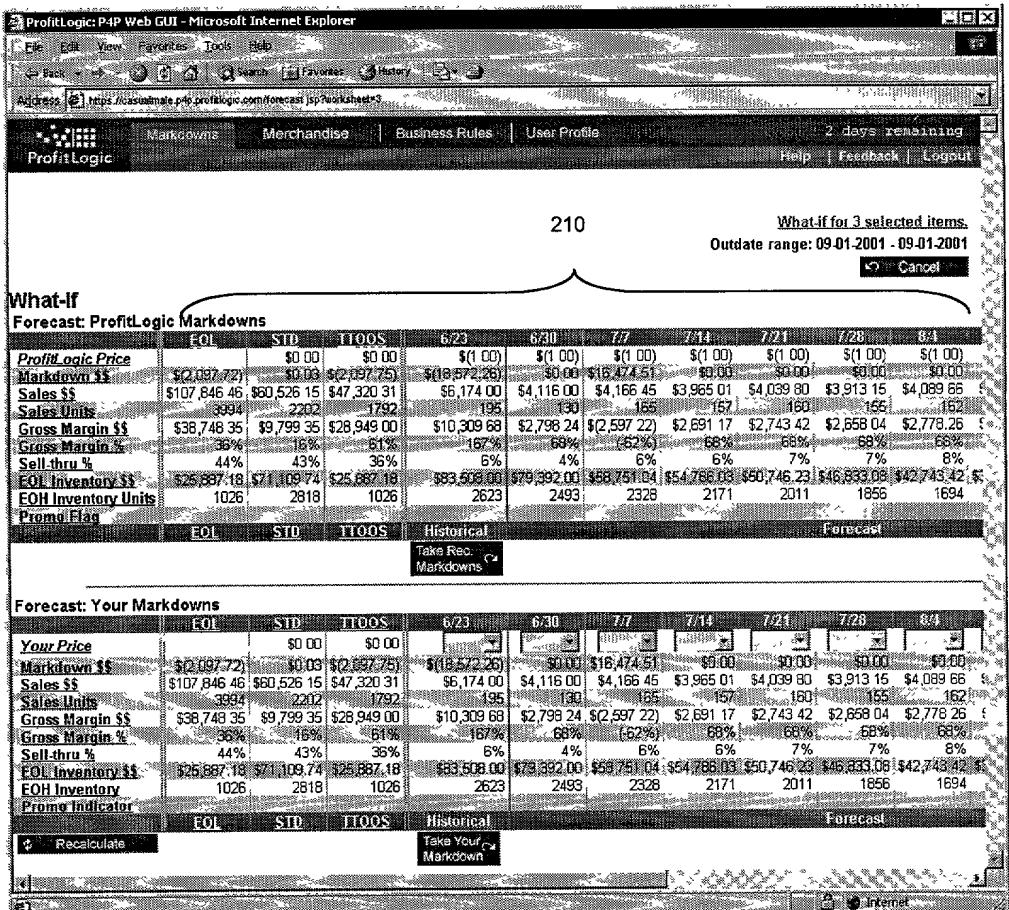
Old password:

New password:

New password (again):

**Figure 9**

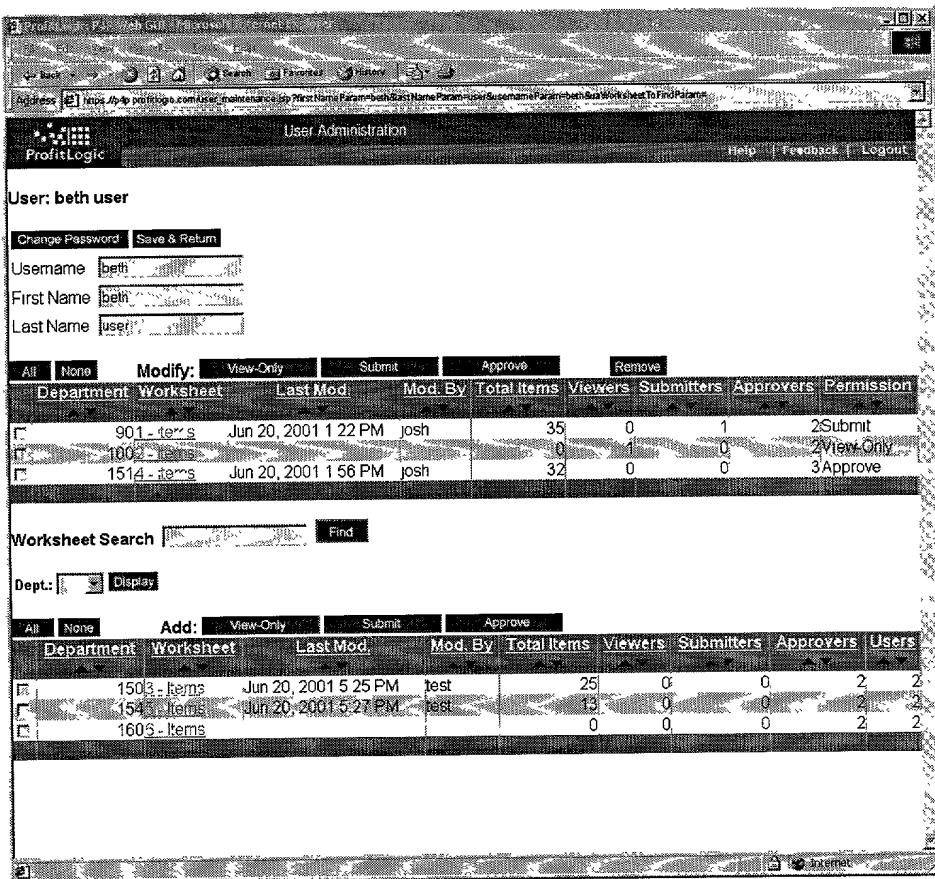
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Figure 10

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**Figure 11**

Recommended Forecast										
Forecast: ProfitLogic Markdowns										
Period	EOL	STD	T100S	6/16	6/23	6/30	7/7	7/14	7/21	7/28
Profit Logic Price										
Markdown \$	\$1,226.29	\$4.20	\$13,281.09	\$75,681.75	\$705,336.43	\$0.00	\$3,519.81	\$6,093.89	\$0.00	\$3,387.14
Sales \$	\$2,972,368.57	\$1,294,815.64	\$1,677,542.93	\$160,892.23	\$225,687.91	\$143,811.33	\$131,511.63	\$124,245.78	\$125,811.49	\$120,461.69
Sales Units	(2305)	(1620)	(2066)	5328	10027	6390	6599	5550	6304	5363
Gross	\$26,569.72	(\$157,631.26)	\$986,201.00	\$348,365.78	(\$76,713.40)	\$97,313.03	\$87,915.12	\$82,194.12	\$85,141.22	\$80,343.19
Margin \$	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Margin %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Sell-thru %	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
EOL										
Inventory \$	\$129,216.36	\$2,210,510.91	\$1,282,16.36	\$2,786,270.49	\$1,655,246.09	\$1,111,434.79	\$1,576,409.62	\$1,445,069.36	\$1,320,257.97	\$1,195,406.94
EOH Inventory	27011	99077	27011	93749	83722	77332	71493	65943	60339	54971
Units										
Promo Flag										
	EOL	STD	T100S	Historical	Current				Forecast	

**Figure 12**

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